Automotive News

Detroit, October 27, 1980

© Entire contents copyright, 1980, by Crain Automotive Group, Inc. All rights reserved. Reproduction or use of editorial content in any manner without permission is strictly prohibited.
56th year—$35 per year, $1.00 per copy

The candidates: Where they stand on auto issues

EDITOR'S NOTE: *Next Tuesday, Nov. 4, is election day in the U. S. This year's campaign has featured a number of familiar economic issues, as well as one not normally found in the political arena: The auto industry. Each of the candidates, at one time or another, has portrayed himself as the one true friend of Detroit. Many of the candidates have devised programs they claim will improve the industry's fortunes. In an effort to provide some degree of clarity to the entire matter,* AUTOMOTIVE NEWS *has compiled a roundup of the significant automotive views of the Presidential candidates.*

By Edward Lapham
Financial Editor

The significance of the auto industry has been apparent throughout the 1980 Presidential campaign. Chrysler Corp.'s financial problems set the stage and the recession, import penetration plus more than a million laid-off factory, dealer and supplier employes added to the drama.

The early advantages went to the Carter Administration and the campaign to re-elect Democratic President Jimmy Carter and Vice President Walter Mondale. The Administration actively pursued the federal loan guarantee program which kept Chrysler Corp. afloat and made as much note as possible of the entire proceedings.

All this while, former California Gov. Ronald Reagan said he opposed any federal assistance to Chrysler early in his primary campaign, only to admit in late summer that he had misjudged the situation and that the federally guaranteed loans to Chrysler were effective and perhaps proper.

In January, DOT Secretary Neil Goldschmidt announced the Carter Administration's intent to end the Washington/Detroit cold war in an effort to reindustrialize the auto industry.

In early July, when the Republicans were gathering in Detroit for their national convention, the Democratic President, his vice president, several cabinet officials, other elected officials and virtually all of the ranking auto and UAW officials gathered at suburban Detroit's Metropolitan Airport to initiate the new "tripartite" policy of government, labor and industry cooperation.

The President called it "his-

Continued on Page 54, Col. 1

Chrysler ties K-car orders to slower-selling models

By Joseph Bohn
Marketing Editor

Chrysler Corp. Chairman Lee Iacocca has committed himself to showing a profit in the fourth quarter, and some dealers are being increasingly pressured to order cars they feel they can't handle in order to produce that profit.

Dealers who refuse to take their "fair share" of the full product lines are now having their K-car allocations reduced proportionately, in some instances.

Chrysler apparently feels that giving selected dealers K-cars and price leaders, for example, without their taking the full complement of other models would be a disservice to other dealers who are ordering the full product line.

It is felt it would give those selected dealers an unfair competitive advantage.

"But," countered Ray Cohen, executive secretary of the Independent Dealers Committee Dedicated to Action, "we're not talking about dealers who won't stock or inventory other products.

"We're talking about people who are loaded with 180 days' supply of Miradas and Cordobas and they're being asked to load more."

Cohen acknowledged that the practice of pressuring dealers to take unwanted vehicles is not uncommon in the industry—it has happened with Ford and General Motors, for example.

But, he insisted, competitive companies had not actually reduced allocations of hot-selling models as a dealer ordering inducement.

The IDCDA sent letters to top Chrysler officials last week, pointing out that it was "seriously concerned with the action of Chrysler Corp. in regard to tie-in sales on K-cars with other models of Dodge, Chrysler and Plymouth."

• The letter said, "While we recommend to our Chrysler dealer membership that they do all in their power to stock the full line, current demands — with the threat of cutting K-car allocations—is totally unacceptable.

"Our Chrysler members insist that you terminate this course of conduct immediately."

Cohen said he'd received 25 dealer calls from five different zones with reference to K-car allocation reductions.

AUTOMOTIVE NEWS confirmed that, in fact, dealer orders of other slower moving products were being tied to the allocation of K-cars they received. If a dealer ordered only half of his full allocation of other models for a given period, for example, he stood to have his allocation of K-cars cut in half.

Dealers feel they're being unfairly treated in view of having gone to bat for Chrysler in Washington, and again at different times when the factory asked them to order '80s.

Said one, "They came in here and talked about a lot of unordered cars we were supposed to accept to complete allocation. We said we were pretty well stocked; business was not that good, and we'd order more when it improved. . .

"Then the district manager said he had orders from his superiors to tell us that unless we accepted the cars as designated, our K-car allocation would be cut by 50 percent or more.

"What incensed me particularly is that over a year ago we went down to Washington on our own to help get the loan guarantee approved . . . Three or four months later there was

Continued on Page 54, Col. 5

breaking news

MAN to build North Carolina bus plant

CLEVELAND, N. C.—MAN Truck & Coach, a subsidiary of Maschinenfabrik - Augsburg - Nurnberg AG, announced it will build a bus plant here. The subsidiary is headquartered in Southfield, Mich. An official said most parts and components will be purchased in the Detroit area.

Mid-October sales fall 24 percent

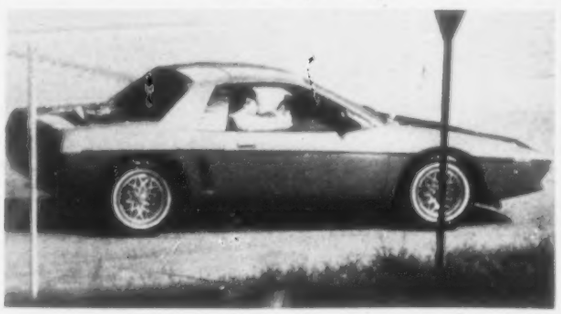
DETROIT. — Mid-October domestic new-car sales dropped 24.14 percent on a year-to-year basis, to 204,466 from 269,547. Sales were down 9.21 percent from the first 10 days. General Motors sales were off 15.13 percent, Ford was off 45.37 percent, Chrysler was down 17.82 percent, Volkswagen of America was down 46.02 percent and American Motors dropped an estimated 9.84 percent. The daily rate was 25,558, down 14.16 percent from 29,950.

Chevy eyes 230,000 compact truck sales in '82

SAN FRANCISCO.—Chevrolet is hoping to sell 230,000 of its domestically produced compact pickup trucks in the vehicle's first full year on the market, Jim Perkins, division truck-sale manager, said at a press conference during the American Trucking Assns. convention here. Production of the compacts for the '82 model year will begin next summer.

See BREAKING NEWS, Page 55, Col. 1

'P' as in pretty



Jim Dunne

Sporty Pontiac two-seater heads for '83

Pontiac's sporty two-seater, the P-car — shown in this unofficial photo—will debut in the 1983-model year with a fiberglass body, four-wheel-independent suspension and a midship-mounted 2.5-liter four-cylinder engine.

Pontiac P-car for '83 a high-style commuter

By Jim Piegue
Staff Writer

Pontiac is firming up plans for what could be the most radical new domestic design of the decade, the 1983 P-car, a high-mileage fiberglass two-seater powered by a mid-mounted GM X-car powertrain.

Although the latest information—as well as sneak photos of a prototype—portray the P-car as a sporty model with styling quite similar to the Fiat X 1/9, Pontiac officials decline to use that label on the car.

"It's not a sports car," countered a Pontiac source. "Don't call it that. It's a highly styled commuter car."

When it bows as a 1983 model, the P-car will be unique in the domestic market. Ford Motor is said to be developing similar high-mileage commuter cars—including a sporty two-passenger model — under the code name, "Optim." Those models are not due until the 1984-model year, though reportedly were pushed ahead from 1986 in response to Pontiac's P-car project.

Although engineering cutoffs are reportedly still a year off, some details of the Pontiac P-car seem locked in place. It will be offered in only one body style, a notchback, with standard pop-up headlamps and a standard removable targa top. Wheelbase is 90 inches with overall length set at about 150 inches. With its fiberglass body, the P-car will weigh about 2,000 pounds.

Although it has not been named, some Pontiac insiders have been referring to it as the "Sunfire." The P-car will be a Pontiac exclusive, scotching previous rumors that Chevrolet would also sell a version. The reason for this, one source theorized, is because Chevrolet will have its own two-seater to introduce in 1983, the redesigned Corvette.

• The P-car powertrain package is still undergoing revisions but the front-runner reportedly is the Pontiac-built 2.5-liter inline four-cylinder engine—the same mill used in GM's front-drive X-body compacts — mated to four- or five-speed overdrive transmissions.

In the P-car, the 2.5-liter will be equipped with throttle-body fuel injection (TBI) — all '82 Pontiac L-4s will have TBI—and will be mounted transversely just ahead or above the rear axle and aft of the car's twin bucket seats. The mileage target for the P-car is 30 MPG in the city, 40 MPG on the highway.

Suspension will be independent at all corners. A Chevette-type front suspension is being

Continued on Page 50, Col. 4

NEWSPAPER

AN JAN81
DC2001&CNGL1AG OF 01254 92001?
ACG EDI#CR
CONGRESSIONAL INFO SERV
7101 WISCONSIN AVE
WASHINGTON DC 20014

'Cat' offering lower-speed line of diesels

SAN FRANCISCO. — Caterpillar Engine Division, the industry's No. 3 producer of big-truck diesel engines, has introduced a new family of lower-speed, fuel-efficient engines which it says will enable fleets and owner/operators to reduce line-haul fuel costs without sacrificing truck performance or efficiency of skilled drivers.

The first in the new series of 3406 power plants is a 250-HP unit rated at 1,600 RPM, and is an industry first, according to Jerry Klise, the division's on-highway OEM sales manager.

He said the success of 3406 engines with 1,800 and 1,900 economy ratings "caused Cat engineers to continue evaluation of the lower-RPM concept."

The 1,600-RPM Cat 3406 will be followed in 1981 by engines rated at 285, 300 and 330 HP, Klise said.

"Private and for-hire carriers interested in lower fuel costs and better driver control will be the primary candidates for the 1,600-RPM engines," he said. "Applications for the 250-HP rating will be in Eastern and Midwest line-haul operations grossing up to 80,000 pounds gross combination weight, and 60,000 GCW in the Far West.

• "As higher horsepower ratings are offered, higher gross weight and Western mountain operations will become ideal 1,600-RPM applications," Klise added.

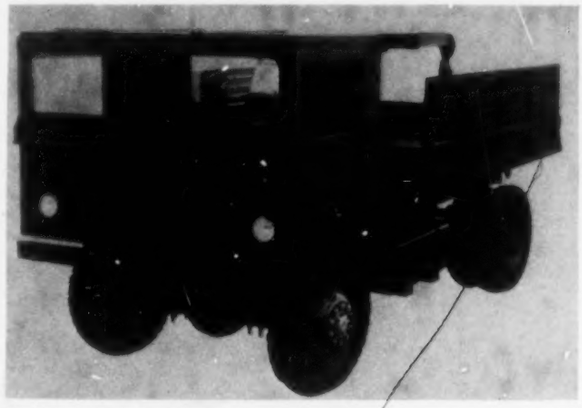
To achieve the intended fuel savings, however, the truck operator must be committed "to train operators to drive at maximum speeds of less than 60 MPH," he explained. "If speeds over 60 are desired, the 1,600-RPM is not recommended."

Caterpillar recommends certain power-train matchups with the 250-HP 3406, such as 1107-2A Spicer, RT-110 or RT-9508 Fuller transmissions, and axle ratios depending on tire sizes to limit the top-geared speed to below 60 MPH.

"For example," said Klise, "if the desired speed is 55 to 58 MPH, 3.55 rear-axle on 10 x 22 or 11 x 22.5 tires or a 3.70 rear axle on 10 x 22 or 11 x 24.5 tires are recommended."

He noted that the engine,

Continued on Page 20, Col. 1



White concept vehicle for military

This new three-ton general-purpose military tactical truck is a concept vehicle which White Motor Corp. said demonstrates the potential for commercial-truck technology to provide improvement in the performance of tactical vehicles and to reduce initial investment and operating costs.

White woos U.S. orders with 2 concept trucks

WASHINGTON. — White Motor Corp. is moving ahead in an area in which it hopes to generate new business that will help offset the ups and downs of the domestic commercial truck market. It's an area in which Cruse W. Moss, White's chairman, has had extensive experience—government contracts.

Moss, who for almost a decade headed AM General Corp., a major supplier of big and small trucks to government, was on hand here when White unveiled two tactical trucks it said demonstrate improvements in performance and fuel economy attainable through application of commercial technology to military needs.

The two White prototypes—one an all-new three-ton unit developed by the firm's Government Products Division and the other a "converted" current five-ton vehicle—feature the latest in commercial-truck technology.

White worked with the Caterpillar Engine Division, Detroit Diesel Allison Division and Eaton Corp. in the industry-sponsored project.

White said the three-ton, 4x4 cargo truck offers improved performance over comparable vehicles now in military service and will reduce initial investment and operating costs.

• Curb weight of the three-ton unit is 3,000 pounds less than the standard 2½-ton Army truck. The lighter weight, combined with commercially available chassis components, reduces fuel consumption by 25 percent, while providing more useable HP to the wheels, White claims.

This concept vehicle is powered by a 160-HP Caterpillar 3208 diesel engine, DDA's AT545 automatic transmission and Eaton single-reduction axles with rear-axle power divider. In addition to improved performance and economy of operation, replacement parts can be obtained through commercial service facilities.

White said the conversion package for the five-ton tactical truck would preserve a multi-million dollar investment in thousands of trucks now in use by the U.S. armed forces.

Cost of conversion and the initial impact on logistic support would be more than offset by

Continued on Page 40, Col. 5

Skeptical buyers can back out if it's Carter again

SAN DIEGO. — You might call it Carter insurance.

Whatever, Norm Pressley's Truck Center is giving an escape clause to buyers concerned about the economic climate if President Carter is reelected. Should Carter defeat Ronald Reagan, buyers can cancel their orders.

"Ninety percent of the people we sell seem to feel there will be no more business if Carter wins," said Rocky Brown, a Pressley salesman. "They think the world will come to an end. So we're throwing this option at them."

He said this option clinched a sale to two PSA pilots who wanted to buy an 18-wheel truck but feared the business future under another Carter term.

Brown said they paid a $1,000 deposit on a $100,000 dump truck and trailer, with the option to cancel after the election for a fee of $100.

Magirus truck hauls imports

An auto carrier has been built on a Magirus truck chassis by Automotive Services, Inc., Vancouver, Wash., a port handler of imported cars. The firm also operates a fleet of car carriers through a subsidiary, Car Transporters Corp. Drivers participate in the design and construction of the carriers, an ASI spokesman said.

truck industry news

Total under 200,000—first time since '71

August registrations are lowest in 9 years

August registrations of new trucks of all types in the U. S. were the lowest for that month in nine years, and marked the first time since 1971 that the industry total has dropped below 200,000 tallies for the month.

In August, according to R. L. Polk & Co., new-truck registrations totaled 195,779 units, down 31.6 percent from last year's 286,420 and slightly more than 50 percent below the alltime August high of 396,434 set in 1978.

Table on Page 30.

In August, 1971, new-truck tallies hit only 167,841 units, but the count climbed to 215,452 in the same month in 1972. Since that time, the total has topped 200,000 in five years and 300,000 in two years.

For the first eight months of 1980, industry registrations fell 26.8 percent below a year ago, with declines in all three market segments. The total was 1,720,170 units, compared with 2,351,199 in 1979.

Through August, Group 1 registrations outnumbered those in Group 2 for the first time since December, 1975. The eight-month count was 771,886 units, compared with 768,813 of the heavier Group 2 vehicles.

The Group 1 count has been rising steadily and Group 2 declining since the sharp increase in fuel prices late in the first quarter of 1979, and the big growth in sales of the Japanese-built compact pickups, which are Group 1 vehicles.

The imported pickups accounted for 26.4 percent of the eight-month Group 1 total with 203,527 tallies. At the same time in 1978, before the drastic fuel increases, they took 17.5 percent of the total of 736,091 Group 1 registrations with 129,168 tallies.

In the January-August period, registrations of heavy trucks were down the least from a year

Continued on Page 9, Col. 1

HD registrations for eight months, August trail '79

Eight-month registrations of new heavy trucks in the U. S. dropped 8.2 percent below last year's record level, while the August total was down 10.5 percent from 1979, which also was the high for the month.

R. L. Polk & Co. reported that 132,356 new Groups 7 and 8 trucks were registered in the January-August period, compared with 144,155 in the like period in 1979.

August tallies totaled 16,688 units, as opposed to 18,653 in the same month a year ago.

For the eight months, Group 7

Continued on Page 20, Col. 3

U. S. TRUCK REGISTRATIONS

EIGHT MONTHS, 1980 VS. 1979★

Based on R. L. Polk & Co. statistical report

	8 mos. 1980	Percent Share of '80 market	8 mos. 1979	Percent Share of '79 market	Pct. Pt. Change, '80-'79
Ford	545,898	31.74	756,502	32.18	− 0.44
Chevrolet	517,263	30.07	752,369	32.00	− 1.93
Dodge	160,075	9.31	237,959	10.12	− 0.81
GMC	128,519	7.47	186,744	7.94	− 0.47
Jeep	55,618	3.23	94,028	4.00	− 0.77
International	43,254	2.52	77,750	3.31	− 0.79
Plymouth*	20,132	1.17	13,181	0.56	+ 0.61
Mack	14,609	0.85	20,270	0.86	− 0.01
Kenworth	8,242	0.48	9,781	0.42	+ 0.06
Freightliner	7,616	0.44	8,715	0.37	+ 0.07
Peterbilt	4,974	0.29	6,152	0.26	+ 0.03
White	3,518	0.21	6,363	0.27	− 0.06
Autocar	1,100	0.06	1,499	0.06	.....
Western Star	740	0.04	768	0.03	+ 0.01
Volvo	519	0.03	407	0.02	+ 0.01
Diamond Reo	73	.....	.....	.....	.....
Miscellaneous**	208,020	12.09	178,711	7.60	+ 4.49
TOTALS	1,720,170	100.00	2,351,199	100.00	.....

★—No registrations for Oklahoma, 1980 and 1979; Washington, August, 1980; Utah, August, 1979.
*—Plymouth trucks are Trail Duster utility vehicles and Arrow pickup.
**—Miscellaneous includes imports, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.
NOTE: 1980 figures include window vans, 1979 totals do not.

U. S. HEAVY DUTY REGISTRATIONS

EIGHT MONTHS, 1980 VS. 1979★

Based on R. L. Polk & Co. statistical report

	8 mos. 1980	Percent Share of '80 market	8 mos. 1979	Percent Share of '79 market	Pct. Pt. Change, '80-'79
Ford	33,687	25.45	25,971	18.02	+ 7.43
International	23,113	17.46	44,617	30.95	−13.49
GMC	20,675	15.62	13,282	9.21	+ 6.41
Mack	14,320	10.82	20,270	14.06	− 3.24
Chevrolet	11,355	8.58	4,187	2.90	+ 5.68
Kenworth	8,242	6.23	9,781	6.79	− 0.56
Freightliner	7,616	5.74	8,715	6.05	− 0.31
Peterbilt	4,974	3.76	6,152	4.27	− 0.51
White	3,518	2.66	6,363	4.41	− 1.75
Autocar	1,100	0.83	1,499	1.04	− 0.21
Western Star	740	0.56	768	0.53	+ 0.03
Volvo	517	0.39	407	0.28	+ 0.11
Diamond Reo	73	0.03	.....	.....	+ 0.06
Miscellaneous	2,426	1.84	2,143	1.49	+ 0.35
TOTALS	132,356	100.00	144,155	100.00	.....

★—Trucks in Groups 7 and 8 only; no registrations for Oklahoma, 1980 and 1979; Washington, August, 1980; Utah, August, 1979.

Registrations for month drop 31.6 pct. below 1979 level

August truck tallies hit 9-year low

Continued from Page 8

ago and the mediums suffered the biggest setback.

There were 132,356 heavy-truck (Groups 7 and 8) registrations through August, a decline of only 8.2 percent below last year's record 144,155 units. Mediums (Groups 4 through 6) were down 58.6 percent, from 102,044 a year ago to 42,219.

The light-truck count for the first eight months totaled 1,545,595 units, a decrease of 26.6 percent below last year's 2,105,000.

Again, Group 7 was the only one of the eight to show increases in registrations over last year, and it's due to the reclassification of many trucks whose GVW ratings have moved them from the top end of Group 6 into Group 7.

The eight-month total was 53,970 units, an increase of 70 percent over last year's 31,741. Group 6 tallies, on the other hand, were down 57.8 percent, from 95,904 units in 1979 to 40,219.

Still hurting badly because of the recession, Group 8 trucks trailed the 1979 registrations by 30.3 percent, dropping from a record 112,414 units a year ago to 78,386.

• Total registrations for Groups 6 through 8 trucks for the first eight months were off 28 percent from a year ago, 172,847 versus 240,059. Combined Groups 6 and 7 tallies were down 26 percent, from 127,645 units in 1979 to 95,904.

Among the light trucks, Group 1 suffered the least decline because of the gains in compact-pickup registrations. The eight-month total of 771,886 units was down 9.6 percent from the year-ago 853,818.

Group 1 compact-pickup tallies were up 16.4 percent over the year-ago eight-month count, rising from 174,887 to 203,527.

Registrations of Group 2 vehicles declined 36.9 percent over the January-August span, from 1,218,146 in 1979 to 768,813. It was the first time since 1976 that the Group 2 eight-month total had dropped below the million mark.

Group 3, the top end of the light-truck segment, and Group 4, the bottom of the medium category, were the biggest losers in the eight-month period, due mainly to the slump in RV sales.

Registrations of Group 3 vehicles dropped 85.2 percent, from 33,036 units to 4,896, while the Group 4 count was down 95.5 percent, from 4,343 to only 196 units.

Group tallies through August totaled 1,532 units, a decline of 14.7 percent from the year-ago 1,797.

Michigan's share of GM spending put at $10 billion

ANN ARBOR. — General Motors will invest about $10 billion in capital expenditures over the next five years in Michigan, Roger B. Smith, executive vice president, told a joint meeting of the National Assn. of Accountants and the Ann Arbor Chamber of Commerce here.

"Traditional ratios" would indicate GM will spend $10 billion in Michigan during the 1980-85 period, Smith said. Smith is chairman - elect of GM. GM's planned worldwide capital expenditures for that period is $40 billion.

The GM executive cited plans for a new GMAD assembly plant in Orion Township, near Pontiac, a sister plant planned to replace Cadillac and Fisher Body assembly facilities in Detroit; the possibility of a new GM assembly plant in Vienna Township, Mich. (although no final decision has been made), and extensive renovation of plants in Flint, Warren, Ypsilanti and Bay City to facilitate adaptation of more and more GM vehicles to front-wheel drive.

In addition, engine plants in Flint and Pontiac are being converted to produce smaller, more fuel-efficient engines.

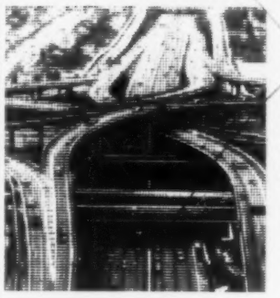
Honda earnings climb 197 pct.

TOKYO. — Honda Motor Co. said earnings in its second fiscal quarter ended Aug. 31 rose 197 percent to $153.7 million from $51.7 million in the year-ago period. Sales in the June-August period rose 22 percent to $2.09 billion from $1.71 billion.

The company said automobile sales, which account for 58 percent of receipts, rose 13 percent to 236,000 units. Unit sales in the U. S., the single biggest export market, rose 7 percent, Honda said.

For the first half of the fiscal year, earnings jumped 350 percent to $279.8 million from $62.1 million in the 1979 period. The six-month sales total was up 32 percent to $4.22 billion from $3.2 billion.

SMOOTH SAILING FOR FLEETS.



Delco Freedom Batteries help keep fleets fleet. In big city buses, car rental and major truck fleets, Freedom's rugged construction stands up to the daily grind. Plus, Freedoms are truly maintenance-free. You never have to add water. And they're available in just about any battery size or configuration.

That's why Freedom is the pride of the fleets.

Delco Remy

The leader under the hood

How do you fit yesterday's big-car buyers into today's small cars?

With adjustable Tilt-Wheel! It's the one low-priced comfort and convenience option that lets former big-car buyers feel right at home in a GM small car. Some other advantages...

• Tilt-Wheel is low-priced. Just $81.00 MSRP on a 1981 GM car.
• It adds value. Up to $75.00 on an '80 X-car (latest Kelley Blue Book or N.A.D.A. Guide).
• It's easy to demonstrate.
• It's a selling edge over imports and domestics that don't offer Tilt-Wheel Steering.
• It adjusts to different size drivers—with six different positions.
• It tilts up for easy, small-car entry and exit.
• It's adjustable while driving—for long-trip comfort.
• Users like it and re-order it—on car after car.

The smaller the car, the more practical Tilt-Wheel is. So order smart—with low-priced Tilt-Wheel on all your new "Ts" and "Xs."

Tilt the odds in your favor!

Saginaw Steering Gear Division

Saginaw GM

For 1981

Front-drive GLC new for Mazda

An all-new front-wheel-drive GLC model, styling updates on the RX-7 and 626 models and redesigned MPG - boosting emission systems are the major news in the Mazda product line for 1981.

In addition, Mazda has added high-line luxury models to both its RX-7 and 626 line for 1981.

The new GLC is available in three- and five-door hatchback versions and features a transverse-mounted 1,490-cc four-cylinder engine driving the front wheels, fully independent suspension, rack-and-pinion steering and dual-diagonal braking system.

The GLC wagon remains as a front-engine/rear-drive model but has the front-wheel-drive car's 1,490-cc engine, a single overhead-camshaft design which Mazda calls the Series E.

The Series E is a refinement of the 1,415-cc engine offered in last year's GLC. It is lighter and smaller than that engine and uses Mazda's Stabilized Combustion System for better control of emissions and improved fuel economy, Mazda said.

Standard GLC features include remote-controlled driver's side mirror, body side moldings, reclining front bucket seats with adjustable head restraints, rear-window defroster, trip odometer and cloth luggage area cover.

There are four GLC trim levels—standard, Custom, Custom L and Sport. The five-door is available only as a Custom. Four- and five-speed manual and three-speed automatic transmissions are offered.

Front suspension on the new GLC is strut-type with coil springs and lower "A" arms. Rear suspension is Mazda's Twin Transverse Link (TTL) design with struts and coil springs. The configuration of the rear transverse links, Mazda said, minimizes rear-suspension geometry changes that occur under various driving conditions.

The RX-7 has front and rear styling changes for 1981. New front and rear bumpers, new spoiler and redesigned tail lamps mark the 81 models. A redesigned instrument panel has been added, as well as two storage boxes behind the seats.

An RX-7 luxury model, the GSL, is new for '81. It has more standard equipment, including rear disk brakes, a limited-slip differential, aluminum wheels and power windows.

Catalytic converters replace the thermal reactor on the RX-7's rotary engine, a move which Mazda says helps increase fuel economy by allowing a leaner air/fuel ratio to be burned. A 16.6-gallon fuel tank replaces the 14.5-gallon tank in the 1981 RX-7.

Mazda's 1981-model 626 coupe and sedan have new front and rear bumpers, new grille and new tail light design. Black exterior trim replaces much of the chrome. The 626 dashboard has also been revised.

A redesigned emission system using two catalytic converters helps improve the fuel economy in 1981-model 626s, Mazda said. Two new 626 Luxury models have been added, a coupe and a four-door sedan. Standard trim includes 185/70SR-13 radial tires, power steering, power windows and cruise control.

Iowa selects Helms for Time award

DAVENPORT, Ia. — Tom Helms, president of Strieter Motor Co. (Lincoln-Mercury) here, has been selected as Iowa's candidate for the 1981 Time Magazine Quality Dealer Award.

He has headed the dealership since 1957 and is a former president of the Iowa Automobile Dealers Assn.

Caterpillar introduces line of lower-speed truck diesels

Continued from Page 8

which had been in development since 1978, has logged more than three million miles of testing and reported a "very positive acceptance" in fleets which have used the new 3406.

Based on ATA/SAE Type II fuel tests recently conducted in fleet operations, Klise said, fuel savings of 8 to 10 percent were achieved over engines rated at 1,800 and 1,900 RPM.

• "For example," he continued, "a fleet operating 1,800-RPM engines at 5.5 MPG can potentially realize an 8 percent fuel savings with 1,600-RPM engines. Based on 150,000 miles of operation and an average fuel price of $1.10 a gallon, the estimated fuel savings per tractor would be $2,400."

Klise said the new 3406 delivers peak torque at 1,200 RPM, has a 22 percent torque rise and delivers a maximum 260 HP at 1,400, actually higher than its rated power.

He noted that the cost, complexity and ability to bypass road-speed governors have caused the trucking industry to resistance their use, and said the 1,600-RPM 3406, without any add-ons, provides road-speed control.

"Slower engine speed suggests increased reliability and durability due to less wear on internal components," Klise said, "and this should lead to less maintenance and component replacement, reduced downtime and longer vehicle life."

"Noise levels also will be reduced since these engines are rated at lower speeds," he added. "This means quieter operations, resulting in less driver fatigue and increased productivity."

HD registrations trail 1979 levels

Continued from Page 8

registrations were 70 percent higher than a year ago because of the reclassification of many trucks previously carried as Group 6 vehicles. Through August, the count was 53,979, compared with 31,748 in 1979.

Group 8 tallies, on the other hand, were down 30.3 percent from last year's alltime high for the period, 78,386 versus 112,414.

In August, the Group 7 total was up 57 percent, from 4,339 a year ago to 6,810. The Group 8 count for the month declined 31 percent from last August, 9,878 units versus 14,314.

GLC goes FWD for '81

Mazda unveils its all-new front-drive GLC model for 1981. The new GLC is available in three- and five-door hatchback versions with a standard 1,490-cc transverse-mounted four-cylinder engine.

THERMO GUARD For Used Cars

You Can Cash In On The Used Car Boom!

Distributors: Make extraordinary profit with four incredible products and our brilliant sales back-up!

Get in on this unique money-making opportunity. THERMO GUARD FOR USED CARS lets you offer 4 new products designed to enhance today's booming used car sales. Plus, a comprehensive back-up program gives you local TV advertising impact, exclusive territories, dynamic training, sales-generating display material, lavish incentive programs and much more! Looking for more? THERMO GUARD FOR USED CARS offers it!

Dealers: Sell more, better-looking, longer-lasting cars for higher profit!

Make every car on your lot a front-liner with THERMO GUARD FOR USED CARS products and services. This fully warranteed program—backed by brilliant marketing and our highly professional, motivated distribution force—takes minimal effort and cost on your part! A super closing tool and unrivaled volume-builder, THERMO GUARD FOR USED CARS brings you the right products, the right program at the right time—a rare profit opportunity!

Fill in & Mail Today!

☐ DISTRIBUTOR INFORMATION ☐ DEALER INFORMATION

Name _____ Title _____

Company _____ Phone _____

Address _____

City, State, & Zip Code _____

THERMO-GUARD PROTECTED

Find Out More About Making More! CALL Toll-Free: 800-523-3949 or In PA: (215) 638-1121

THERMO-GUARD FOR USED CARS • 3 Neshaminy Interplex, Suite 301, Trevose, PA 19047

Sky-Top
power moonroof

Mercury dealers, for the perfect fit, install a Sky-Top power moonroof in your XR-7

Get all the advantages offered only by Sky-Top.

Sky-Top also brings customer satisfaction to many other car dealers, including: Volvo, Datsun, Mercedes-Benz, Ford, Chevrolet, Chrysler, Buick, Dodge, Lincoln, Volkswagen, Toyota, Alfa Romeo, Honda, Saab, Mazda, BMW, Fiat, Jaguar-Rover, Subaru, Renault, Oldsmobile, Plymouth, Peugeot, Opel, Audi, Cadillac, AMC, Pontiac.

For a brochure and name of nearest installer call

SKY-TOP Sunroofs, Ltd.
1446 Ashby Road St. Louis, MO 63132
Tel. (314) 427-1441

FRANCHISE OPPORTUNITY

"When Ajax Rent A Car launched its nationwide system in 1974, I was the first independent operator to sign up. That's why my San Diego area Ajax franchise is truly Number One.

"Since joining the Ajax System, my annual sales have increased nearly 200%, business has expanded from one location to six, and I estimate my net worth has grown in the same proportion.

"More than 100 offices have been added to the Ajax System since I became Number One, but there's still opportunity for others to duplicate my success...even without rent a car experience. For information about choice, exclusive franchise territories and requirements, contact: Director of Franchise Sales, Ajax Rent A Car System, 1801 Century Park East, Los Angeles, CA 90067... or phone (213) 552-9300."

NEW TRUCK REGISTRATIONS BY MAKE AND GVW CLASS

EIGHT-MONTHS, 1980 VS. 1979★

		Group 1 6,000 pounds and less	Group 2 6,001-10,000	Group 3 10,001-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	Aug., '80	.....	.....	.....	.....	.....	.....	.....	113	113
	Aug., '79	.....	.....	.....	.....	.....	.....	.....	171	171
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**1,100**	**1,100**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	1,499	1,499
BROCKWAY	**Aug., '80**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Aug., '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	2	2
CHEVROLET	**Aug., '80**	**27,500**	**24,967**	**27**	.....	**119**	**1,299**	**951**	**317**	**55,180**
	Aug., '79	36,878	49,181	384	.....	126	3,787	78	577	91,011
	Year to Date '80	**250,154**	**245,052**	**753**	.....	**1,070**	**8,879**	**9,162**	**2,193**	**517,263**
	Year to Date '79	307,595	412,040	4,484	.....	1,148	22,915	949	3,238	752,369
(Memo Units)#	**Aug., '80**	**12,779**	**7,631**	.....	.....	.....	.....	.....	.....	**20,410**
	Aug., '79	17,334	14,571	.....	.....	.....	.....	.....	.....	31,905
	Year to Date '80	**112,658**	**71,586**	.....	.....	.....	.....	.....	.....	**184,244**
	Year to Date '79	139,521	119,665	.....	.....	.....	.....	.....	.....	259,186
DIAMOND REO	**Aug., '80**	.....	.....	.....	.....	.....	.....	.....	**8**	**8**
	Aug., '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**73**	**73**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
DODGE	**Aug., '80**	**10,034**	**9,055**	**162**	**3**	.....	.....	.....	.....	**19,254**
	Aug., '79	9,815	14,382	1,844	5	.....	.....	.....	.....	26,046
	Year to Date '80	**66,680**	**89,532**	**3,673**	**190**	.....	.....	.....	.....	**160,075**
	Year to Date '79	70,464	135,760	27,395	4,340	.....	.....	.....	.....	237,959
(Memo Units)#	**Aug., '80**	**6,579**	**5,782**	**86**	.....	.....	.....	.....	.....	**12,447**
	Aug., '79	5,300	8,183	1,708	.....	.....	.....	.....	.....	15,191
	Year to Date '80	**44,617**	**57,242**	**1,456**	.....	.....	.....	.....	.....	**103,315**
	Year to Date '79	41,287	73,625	22,695	.....	.....	.....	.....	.....	137,607
FORD	**Aug., '80**	**18,961**	**34,180**	**45**	.....	.....	**2,183**	**2,963**	**1,482**	**59,814**
	Aug., '79	25,397	58,665	52	.....	.....	5,328	1,413	2,093	92,948
	Year to Date '80	**187,439**	**330,251**	**452**	.....	.....	**14,089**	**23,348**	**10,339**	**565,898**
	Year to Date '79	192,875	500,670	292	.....	.....	36,694	10,361	15,610	756,502
(Memo Units)#	**Aug., '80**	**7,724**	**11,308**	.....	.....	.....	.....	.....	.....	**19,032**
	Aug., '79	8,178	16,709	.....	.....	.....	.....	.....	.....	24,887
	Year to Date '80	**69,164**	**109,368**	.....	.....	.....	.....	.....	.....	**178,532**
	Year to Date '79	74,571	153,811	.....	.....	.....	.....	.....	.....	228,382
FREIGHTLINER	**Aug., '80**	.....	.....	.....	.....	.....	.....	.....	**868**	**868**
	Aug., '79	.....	.....	.....	.....	.....	.....	.....	1,171	1,171
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**7,616**	**7,616**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	8,715	8,715
VOLVO	**Aug., '80**	.....	.....	.....	.....	.....	.....	**73**	**15**	**88**
	Aug., '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '80	.....	.....	.....	.....	.....	**2**	**436**	**81**	**519**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
GMC	**Aug., '80**	**4,260**	**6,884**	**1**	.....	**39**	**919**	**990**	**1,349**	**14,442**
	Aug., '79	6,650	15,278	262	.....	75	2,421	217	1,618	26,521
	Year to Date '80	**35,899**	**65,132**	**6**	.....	**446**	**6,361**	**9,500**	**11,175**	**128,519**
	Year to Date '79	44,284	111,075	828	.....	627	16,648	1,252	12,030	186,744
(Memo Units)#	**Aug., '80**	**658**	**1,914**	.....	.....	.....	.....	.....	.....	**2,572**
	Aug., '79	1,377	4,049	.....	.....	.....	.....	.....	.....	5,426
	Year to Date '80	**6,443**	**17,974**	.....	.....	.....	.....	.....	.....	**24,417**
	Year to Date '79	8,819	32,110	.....	.....	.....	.....	.....	.....	40,929
INTERNATIONAL	**Aug., '80**	.....	**1,496**	.....	.....	.....	**1,632**	**1,712**	**2,090**	**6,930**
	Aug., '79	.....	1,469	.....	.....	.....	3,187	2,485	3,451	10,592
	Year to Date '80	.....	**12,273**	.....	.....	.....	**8,868**	**10,442**	**12,671**	**43,254**
	Year to Date '79	.....	15,095	.....	.....	.....	18,038	18,202	26,415	77,750
(Memo Units)#	**Aug., '80**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Aug., '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
JEEP	**Aug., '80**	**3,737**	**2,194**	.....	.....	.....	.....	.....	.....	**5,931**
	Aug., '79	6,502	3,767	.....	.....	.....	.....	.....	.....	10,369
	Year to Date '80	**34,516**	**21,102**	.....	.....	.....	.....	.....	.....	**55,618**
	Year to Date '79	53,903	40,125	.....	.....	.....	.....	.....	.....	94,028
(Memo Units)#	**Aug., '80**	**3,737**	**1,583**	.....	.....	.....	.....	.....	.....	**5,290**
	Aug., '79	6,602	1,646	.....	.....	.....	.....	.....	.....	8,248
	Year to Date '80	**34,516**	**15,645**	.....	.....	.....	.....	.....	.....	**50,161**
	Year to Date '79	53,903	17,765	.....	.....	.....	.....	.....	.....	71,668
KENWORTH	**Aug., '80**	.....	.....	.....	.....	.....	.....	.....	**916**	**916**
	Aug., '79	.....	.....	.....	.....	.....	.....	.....	1,200	1,200
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**8,242**	**8,242**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	9,781	9,781
MACK	**Aug., '80**	.....	.....	.....	.....	.....	**76**	.....	**1,523**	**1,599**
	Aug., '79	.....	.....	.....	.....	.....	.....	.....	2,402	2,402
	Year to Date '80	.....	.....	.....	.....	.....	**289**	.....	**14,320**	**14,609**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	20,270	20,270
PETERBILT	**Aug., '80**	.....	.....	.....	.....	.....	.....	.....	**568**	**568**
	Aug., '79	.....	.....	.....	.....	.....	.....	.....	651	651
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**4,974**	**4,974**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	6,152	6,152
PLYMOUTH	**Aug., '80**	**1,720**	**830**	.....	.....	.....	.....	.....	.....	**2,550**
	Aug., '79	1,159	302	.....	.....	.....	.....	.....	.....	1,461
	Year to Date '80	**13,671**	**6,461**	.....	.....	.....	.....	.....	.....	**20,132**
	Year to Date '79	9,810	3,371	.....	.....	.....	.....	.....	.....	13,181
WESTERN STAR	**Aug., '80**	.....	.....	.....	.....	.....	.....	.....	**110**	**110**
	Aug., '79	.....	.....	.....	.....	.....	.....	.....	103	103
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**740**	**740**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	768	768
WHITE	**Aug., '80**	.....	.....	.....	.....	.....	.....	.....	**381**	**381**
	Aug., '79	.....	.....	.....	.....	.....	.....	.....	688	688
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**3,518**	**3,518**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	6,363	6,363
MISCELLANEOUS*	**Aug., '80**	**26,524**	.....	.....	.....	**1**	**243**	**121**	**138**	**27,027**
	Aug., '79	20,499	.....	6	.....	3	243	146	189	21,086
	Year to Date '80	**203,527**	**10**	**12**	**6**	**16**	**2,023**	**1,082**	**1,344**	**208,020**
	Year to Date '79	174,887	10	37	3	22	1,609	977	1,571	179,116
TOTALS	**Aug., '80**	**92,738**	**79,606**	**235**	**3**	**159**	**6,352**	**6,810**	**9,870**	**195,779**
	Aug., '79	107,000	143,044	2,548	5	204	14,966	4,339	14,314	286,420
	Year to Date '80	**771,886**	**768,813**	**4,896**	**196**	**1,532**	**40,491**	**53,970**	**78,386**	**1,720,170**
	Year to Date '79	853,818	1,218,146	33,036	4,343	1,797	95,904	31,741	112,414	2,351,199

★—No Oklahoma registrations 1980 and 1979: Washington, August, 1980; Utah, August, 1979.

NOTE: 1980 figures include window vans, 1979 totals do not.

#—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are Chevy Van, El Camino and Blazer; Dodge, compact trucks; Ford, Econoline and Bronco; GMC, Vandura, Jimmy and Sprint; International Scout; Jeep, CJ-5, CJ-7. *—Miscellaneous includes imports, Hendrickson, Oshkosh, etc.

—Compiled from R. L. Polk & Co. data.

In International Trade Commission brief

CU, economist back import stand

WASHINGTON. — Consumers Union, in a brief filed with the International Trade Commission, opposes any rollback of imports. CU has 220,000 members and its Consumer Reports has a circulation of more than 2.6 million.

The brief, filed jointly by CU and the Center for Law and Social Policy, also contains views of Dr. Walter Adams, whose services were obtained by the Public Interest Economics Foundation.

Adams, past president of Michigan State University and still an economics professor there, is well known in Washington. That is because of his role as a consultant to Congressional Small Business Committees and the Senate Judiciary Committee.

Adams contended that if the domestic industry has been injured or may be in the future, the injury is "essentially self-inflicted because of major managerial miscalculations of market demand" and is not caused by burgeoning imports.

Even if imports were restrained, he said, "there is no assurance that such action—while seriously damaging the public interest — would restore the health of the domestic industry or result in substantial recalls of unemployed workers."

The picture Adams paints of the domestic industry is one of noncompetition except in "nonessential forms of product differentiation such as style and model changes, accompanied by a cacophony of advertising."

Imports, he said, are not the cause of the industry's malaise. Instead, it was the combination of three factors: Recession; failure to adjust product mix to shifts in consumer demand, and the "investment policies of the U. S. manufacturers which neglected the conversion, modernization and expansion of their domestic plants, while putting substantial funds into their overseas facilities."

In connection with the last point, Adams noted that the volume of captive imports shows the domestic companies chose to supply the market by making or buying abroad rather than making them here at home.

He bolstered this by citing recent announcements about investing money abroad. This flight of capital abroad, Adams said, will not hasten modernizing or new plant in the U. S. nor will it help reemploy workers in the U. S.

To impose quotas, Adams said, would stifle the "only meaningful competition to which the domestic industry has been subjected since World War II."

It would raise prices of small cars and light trucks and thus exacerbate inflation, he said, and it is "not likely to induce an immediate shift from imports to domestically produced small cars," nor will it necessarily induce consumers to buy intermediate or full-size cars. It would undermine the country's efforts to save energy and reduce reliance on imported oil, he said, and it would not help alleviate the recession.

Finally, while quotas would mean higher prices and higher profits for the U. S. makers, they offer no assurance the additional money would be invested in the U. S. "rather than overseas or in Mexico or Canada," he said.

In a section of the Adams' paper, called Is There A Better Idea?, the economist asserted relaxed regulations are already helping and the change in chassis-cab tariff classification helps the industry as does trade adjustment assistance and supplemental unemployment benefits.

Rather than quotas or tariffs, Adams suggested monetary and fiscal policies to combat the recession and thus alleviate the disproportionate effect on cyclical industries, and granting of loan guarantees, direct loans or low interest loans "specifically designed to finance the construction of small car and light truck facilities within the U. S."

• The CU and Center for Law and Social Policy brief also argued that relief for the industry should come from Congress, not from quotas.

The brief is also insistent the domestic companies should not get sales and price protection without offering some quid pro quo that they will become fully competitive operating at high production and full employment in the U. S.

What is unique about the CU brief is evidence it appends that imported cars have higher ratings than their domestic counterparts.

"Of 95 new models rated in April, 1980, 41 were small cars," CU said. "Of these 41 models, 11 were domestically produced (excluding Volkswagens). Only one of these 11 models received a recommendation (as 'deserving buyer preference') from Consumers Union testers: 10 of the 39 imports received such a rating. (Two models wer manufactured by Volkswagen in the U. S. and both received a recommendation.)"

The quality of imports was also attested to by readers of Consumer Reports who also favored imports for their fewer repair problems.

factories list auction dates

American Motors

Oct. 28 — Ohio Auto Auction, Columbus, O.; D-A Auto Auction, Waltz Mill Rd., New Stanton, Pa.

Oct. 29—Sand Mountain Auto Auction, U. S. 431, Boaz, Ala.; Al Eide's Minneapolis Auto Auction, 1125 A Nathan Lane, Minneapolis; Dallas Auto Auction, 4226 E. Main, Dallas.

Oct. 30 — Todd Auto Auction, Rte. 309, Telford, Pa.

Chrysler Corp.

Oct. 29—St. Pete Auto Auction, 14950 Roosevelt Blvd., Clearwater, Fla.

Oct. 30—Clanton's Auto Auction, 1027 Pearl St., Darlington, S. C.

Oct. 31—Aptco Auto Auction, 20911 Gladwin, Taylor, Mich.

Oct. 29—Columbus Fair Auto Auction, 4700 Groveport Road, Obetz, O.; Golden State Auto Auction, 6010 Stevenson Blvd., Fremont, Calif.

Oct. 30—Big H Auto Auction, 701 N. Shepherd Drive, Houston.

Used car sales
Auction averages

October to date	$3,684
Month ago	$3,545
Year ago	$3,266

Comments asked by ITC on auto jack consent order

WASHINGTON. — The International Trade Commission (ITC) is requesting public comments on a proposed consent order concerning certain steel jacks imported from Canada.

The consent order arose from a complaint filed by Bloomfield Mfg. Co., Bloomfield, Ind., against three other steel jack manufacturers — J. C. Hallman Mfg. Co., Kitchener, Ont.; American Gage & Mfg. Co., Wauseon, O., and A. H. Bottorff Co., St. Joseph, Mo.

Bloomfield complained of alleged unfair acts and methods by the other three companies in the importation and sale of steel jacks.

Under the order, Bloomfield and American Gage must label all the jacks they sell to the effect that the jacks were assembled in the U. S. from component parts largely of foreign manufacture.

In addition, American Gage and Bottorff must stop using the phrases "malleable cast jack" and "cast jack" in their sales literature to describe jacks having components.

Also, American Gage must not refer to a shear pin safety device in connection with its jacks unless such a device is actually present in them, and Hallman and American Gage must stop providing each other with cost and pricing information.

The original of any comment on this order must be sent, along with 19 copies, to the Secretary of ITC by Oct. 31. Anyone who wants to submit a document to the ITC in confidence must request *in camera* treatment in writing from the secretary, including all reasons why secrecy should be granted. All non-confidential written submissions will be open to public inspection at the secretary's office.

Comments should be addressed to Kenneth R. Mason, Secretary, U. S. International Trade Commission, 701 E St. N.W., Washington, D. C. 20436.

Model breakdown
Auction averages

	OCTOBER TO DATE	SEPTEMBER	AUGUST
1980	$6,474	$6,350	$6,516
1979	5,035	4,787	5,022
1978	3,831	3,841	3,806
1977	3,130	3,240	3,258
1976	2,248	2,362	2,445
1975	1,811	1,741	1,808
1974	1,369	1,350	1,310
1973	1,105	1,167	963
Overall Average	$3,684	$3,545	$3,649

used-car auction directory

Display Rates: $53.00 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type - 1 time, $13.50; 13-times, $11.50, 26-times, $10.00, 52-times, $9.00. For Frequency Display Rates Contact Want Ad Dept., Automotive News, 965 E. Jefferson, Detroit 48207. Phone (313) 567-9520. Closing: 10 days in advance.

MICHIGAN

WEDNESDAY 11:00 a.m.
ATTEND THE FLINT AUTO AUCTION
4 LANES
Averaging 600-700 cars

- Our 28th Year
- Buy and Sell with Complete confidence
- New Expanded Facilities
- Guaranteed Titles
- Auction Checks
- Cab fare paid from Airport
- Truck fleet for Quick Pick-up and Delivery

Mac McCollum & Jim Williams

FLINT AUTO AUCTION

3711 WESTERN RD. FLINT, MICHIGAN 48506 PHONE (313) 736-2700

MARYLAND

BELAIR AUTO AUCTION
MARYLAND

Over 35 years serving auto dealers
SALE EVERY THURSDAY, 11 A.M.
Full Service Auction

Transport — Cleanup
Professional auctioneers — Storage
Large dealer consignment — Personal service
Fleet & lease cars — State vehicles

Call: 301-838-5880 or 301-879-7950
Rt. 1, Belair, Maryland 21014

AUCTION SCHOOL

Be An Auctioneer — Write for information. Mendenhall School of Auctioneering. U.S. Hwy. 29-70 (I-85) High Point, N. C. 27263.

ARIZONA

Southwest Auto Auction. Lease and fleet accounts welcome. Member NAAA and NAFA. 3420 South 48th Street, Phoenix, 602-894-2211.

CALIFORNIA

Oakland Auto Auction, 10121 E. 14 Oakland 3, NE 6-0621. Complete service out-of-state lease, fleet accounts. Fred Boardman.

OHIO

"the Tuesday sale"
3905 Jackson Pike
Columbus, Ohio

ohio auto auction inc.
Henry M. Stanley, Jr., Owner

Regular Sale every Tuesday at 12:00 Noon
200 Lease and As Is following Regular Sale

For Reserved Numbers, Motel Reservations, or Airport Pickup, Call OHIO AUTO AUCTION

(614) 871-2771

NEW JERSEY

SKYLINE AUTO AUCTION
100 Route 46, Fairfield, N. J. 07006
(201) 227-0100
4 LANE SELLING EVERY TUESDAY!
At 11:30 A.M. licensed new & used car dealers from all surrounding states are invited & welcome to buy & sell. We sell for the country's leading leasing companies, national fleets, New Jersey Bell and Ford Motor Credit Company. No house cars.

NEW MEXICO

Greater Albuquerque Auto Auction — New Mexico's only dealer auction. Sale every Thurs., 12:00. Member NAAA & WAAA. 8815 Second St., N.W., 505-898-9540.

NEW YORK

Tri-State Auto Auction, Cicero, N.Y. Sale every Weds., 6:30 p.m. Just no. of Syracuse., Rte. 81, Ex. 30. 3 action packed lanes, 500 cars each wk. 1-315-699-2792.

COLORADO

Denver Auto Auction, 4285 South Santa Fe, Englewood, Colorado 80110. Sale every Friday, 303-761-1410, 303-761-1459.

INDIANA

MID STATES AUTO AUCTION
25784 Western Ave.
South Bend, Indiana
Sale every Wednesday, 6 P.M. and every Friday 12:00 Noon. PERSONAL ATTENTION given in the handling of vehicles for Fleet Operators and Leasing Firms. Phone 219-289-7767.

MINNESOTA

WEDNESDAY 11:00
Large consignment, 3 ring selling. Complete recon facilities. Arrange pickup anywhere.
AL EIDE'S
Minneapolis Auto Auction
1125 Nathan Lane, Minneapolis, Minn. 55441
612-546-2403

OHIO

Wednesday Auto Auction. Exit 49 on I-270, Columbus, Ohio. Every Wednesday. Call: Area 614-497-2000.

SOUTH CAROLINA

Bruce Auto Auction & Recon Center—Fleet and Lease car and truck disposal our thing. AAA credit. 803-242-3090, Greenville, S. C.

WASHINGTON

Bob McConkey & Sons. So. Seattle Auto Auction, the Lease Specialist. 206-872-6800, P.O. Box 5189, Kent, WA. 98031.

Use Automotive News Classified Section

Continued sales growth needed, ITC told

Honda says import curb could derail plant plans

Continued from Page 2

to its imports. This, says Honda, is unrealistic and inherently inequitable. Honda is proceeding on the assumption that it will be treated as a domestic company and any local content test would "eradicate that premise."

Even if Honda succeeded in getting enough U. S. content, it would not know until the last minute and if it missed, even by one percent, then the Hondas made in Ohio would be treated as though they were made in Japan. "Such a result would be draconian. Its mere possibility casts a cloud over Honda's future plans for the Ohio facility."

If ITC finds injury and recommends restraints, Honda says it is essential to treat Honda's Ohio production as domestic or else it may be "impossible for that project, or any similar project, to proceed." Honda wants total exclusion from any remedies for all cars made in a foreign trade zone—this would cover VWoA, American Honda, and Nissan if and when it decides to make light trucks in Tennessee or Georgia, or any other newcomer.

In addition, Honda said it needs a "moderate increase in imports during the next several years" to keep its dealers, develop its market, and finance the Ohio plant. But if Honda does not get total exclusion, then Honda says—agreeing with the Federal Trade Commission staff—tariffs are less harmful than quotas, which "would raise serious questions about the viability of the Ohio project."

The above is all predicated on the worst-case finding, since Honda believes the ITC should find that increased imports are not a substantial cause of injury to the domestic industry now or in the future.

Rep. Clarence J. Brown, Ohio Republican, said last week that President Carter's failure to try to negotiate voluntary auto import restrictions with Japanese manufacturers is the reason that construction of a Honda plant in Marysville, O. is now in jeopardy. Brown's district includes Marysville.

"The President was urged by UAW President Douglas Fraser last March to seek voluntary limits on Japanese auto exports to the U. S.," Brown said. "Fraser also suggested voluntary U. S. content percentages in Japanese cars sold here, and he asked the U. S. to encourage foreign auto makers to build plants here to provide jobs for American auto workers.

"I issued a statement supporting Fraser's position, and I have continued to urge the President to enter into such negotiations.

"Unfortunately, despite an expressed willingness of the Japanese government to reach mutually acceptable limits on auto exports to the U. S., President Carter has refused to initiate negotiations, citing 'legal difficulties' which many experts feel do not exist," Brown said.

"Nevertheless, I have joined as a co-sponsor of legislation which would assure that the President has such authority, but the leadership of the Democratic Congress failed to bring that legislation to the floor for a vote before recessing for the campaign."

He said the result is that the UAW and Ford Motor Co. have asked the International Trade Commission to impose import restrictions which Honda now says threaten the Marysville plant.

"This unnecessary confrontation is exactly the kind of reaction to be expected from protectionist trade policies," Brown said. "It is also the result that flows from the ineptitude of the Carter Administration.

"I have not given up hope that the Marysville plant will be built, however," he said. "I understand that Ford and the UAW still believe that voluntary restraints would make import quotas unnecessary, and I hope that Honda and other Japanese manufacturers will continue their willingness to discuss voluntary limits.

"The missing elements are leadership from the Carter Administration and a willingness from him to enter into negotiations which would result in limits that meet the needs of both countries."

IMPORT REGISTRATION SHARES IN U. S.

	JULY					SEVEN MONTHS				
	Regis., July 1980	Percent Share of Market	Regis., July 1979	Percent Share of Market	Pct. Pt. Change '80 vs. '79	Regis., 7 mos. 1980	Percent Share of Market	Regis., 7 mos. 1979	Percent Share of Market	Pct. Pt. Change '80 vs. '79
Toyota	51,183	23.73	43,287	19.56	+ 4.17	344,707	23.43	265,276	19.16	+ 4.27
Datsun	44,891	20.81	39,605	17.90	+ 2.91	311,240	21.15	246,382	17.80	+ 3.35
Honda	30,061	13.94	28,738	12.99	+ 0.95	203,741	13.85	201,759	14.57	— 0.72
Volkswagen	24,142	11.19	27,505	12.43	— 1.24	146,752	10.11	183,902	13.28	— 3.17
Mazda	13,340	6.19	13,515	6.12	+ 0.07	88,728	6.03	81,276	5.87	+ 0.16
Subaru	10,305	4.78	10,072	4.55	+ 0.23	69,812	4.74	59,382	4.29	+ 0.45
Fiesta	5,185	2.40	8,753	3.95	— 1.55	41,155	2.80	46,702	3.37	— 0.57
Volvo	4,647	2.15	5,431	2.45	— 0.30					
Mercedes	4,412	2.05				37,344	2.54			
Arrow	4,075	1.89				34,378	2.34	39,545	2.86	— 0.52
Fiat			6,917	3.12		29,178	1.98			
Colt			6,752	3.05				36,941	2.67	
								31,084	2.25	
All Others	23,436	10.87	30,722	13.88	— 2.41	162,253	11.03	192,129	13.88	— 2.85
TOTAL	215,677		221,297			1,471,288		1,384,378		
Share of U.S. Total		30.12		24.17	+ 5.95		28.21		22.15	+ 6.06

Registrations not available for Oklahoma, delayed for Illinois.

But 215,677 total is 30 pct. of U. S. market

Import registrations off in July

By Richard A. Wright
Assistant Managing Editor

Registrations of new imported cars were down in July compared with a year earlier, but the total was up from June and it was the sixth highest for any month in history, according to figures compiled by R. L. Polk & Co.

New import registrations in July totaled 215,677, down 2.54 percent from 221,297 in July a year ago, the record for that month. But only five months in history have exceeded this July in total import registrations.

Import penetration of the total U. S. market in July was a record 30.12 percent, up from 24.17 a year earlier.

For the first seven months of 1980, import registrations continued to run ahead of last year's record pace, totaling 1,471,288, up 6.28 percent from 1,384,378.

Imports accounted for 28.21 percent of U. S. new-car registrations in the first seven months, compared with 22.15 percent last year.

• All the Japanese nameplates in the top 10 imports improved their market shares in July compared with a year ago.

Biggest gain was by front-running Toyota, which jumped 4.17 percentage points to take 23.73 percent of import registrations in July. Next was No. 2 Datsun, up 2.91 points to 20.81 percent.

Other gainers were Honda, up 0.95 of a point to 13.94; Mazda, up 0.07 of a point to 6.19 percent; Subaru, up 0.23 of a point to 4.78 percent.

Losers in market share compared with a year earlier were Volkswagen, down 1.24 points to 11.19 percent; Fiesta, off 1.55 points to 2.40 percent, and Volvo, down 0.30 of a point to 2.15 percent.

Rounding out the top 10, Mercedes-Benz accounted for 2.05 percent of the total and Arrow 1.89 percent. Neither was in the top 10 a year earlier.

The top 10 imports accounted for 89.13 percent of total import registrations in July, up from 86.12 percent a year earlier. For the first seven months, the top 10 accounted for 88.97 percent, compared with 86.12 percent last year.

Japanese nameplates accounted for 73.83 percent of the July import market, up from 68.22 percent a year earlier, but off from 75.65 percent in June.

Registrations of imported cars by country of origin, with year-earlier figures in parentheses, were: Japan, 159,244 (150,966); West Germany, 40,874 (48,057); Sweden, 5,884 (6,677); United Kingdom, 3,596 (5,344); Italy, 3,142 (7,446), and France, 2,937 (2,807).

Registrations by country of origin in the first seven months of 1980, with year-earlier figures in parentheses, were: Japan, 1,103,675 (952,495); West Germany, 268,181 (309,343); Sweden, 36,319 (39,976); Italy, 27,190 (40,588); France, 20,670 (16,425), and UK, 15,253 (25,550).

Registrations of imported trucks in July totaled 44,854, down 0.09 percent from 44,893 a year earlier. But July registrations were up from 39,559 in June.

Registrations of imported trucks in July, with year-earlier figures in parentheses, were: Toyota, 11,606 (12,472); Datsun, 9,469 (11,104); LUV, 6,938 (8,048); Courier, 5,995 (5,704), and others, 10,846 (7,565).

The truck import total for the first seven months of 1980 was 312,571, up 9.04 percent from 289,299 last year.

Registrations of imported trucks in the first seven months, with year-earlier figures in parentheses, were: Toyota, 80,731 (71,007); Datsun, 64,361, (65,581); LUV, 51,346 (59,599); Courier, 44,875 (46,000), and others, 71,258 (47,112).

Pontiac plans P-car for '83, a sporty, 2-seat commuter

Continued from Page 1

used on prototypes with X-car-derived MacPherson struts at the rear. Rack-and-pinion steering, radial tires and four-wheel disk brakes will be standard, though one source said disk brakes may end up being too costly for the P-car.

Pontiac hopes to sell the P-car for $8,500 in 1983 and has plans to build at least 75,000 units the first year. The division is said to be eyeing its old home plant in Pontiac, Mich., as a potential sourcing point for the car.

Ford Motor's "Optim" program centers are lightweight two-passenger and four-passenger commuter cars with fiberglass bodies and front-drive powertrains. They are, one source said, considerably smaller than the P-car.

The two-passenger model is said to have a wheelbase of about 72-73 inches and curb weight of about 1,300 pounds, while the four-passenger will have a 84-85-inch wheelbase and weight of about 1,400 pounds. Tread has been set at 48 inches.

An overhead-valve 900-cc L-3 and an overhead-valve 1.2-liter L-4 are the proposed Optim powertrains, a source said. Diesel versions of those two engines are also under consideration.

SBA loans to auto dealers top the $200-million mark

Continued from Page 2

sistance program, the SBA has made the 70 loans available from a special fund earmarked for that purpose.

Frank Lopez and John Cini, co-partners in Southfield (Mich.) Dodge, for example, were approved for $300,000 which they planned to use to retire parts bills, increase their used-car inventory and bolster working capital for several years.

Nathan Conyers, a Detroit Ford dealer and president of the National Assn. of Minority Dealers, questioned that only three of eight Michigan minority dealers thus far had been approved.

Thieste countered by saying that no dealer application had been rejected to date.

Thieste added that among minorities, 58 had been approved for direct loans and 12 for guaranteed loans. There had been 111 minority applications altogether; there are 251 minority dealers in the U. S.

Chrysler Financial, which applied for approval as a participating Class B nonbank lender in the SBA program, is still being reviewed, with no decision yet on whether it would be approved, Thieste noted.

The pattern of loan approvals has been such that dealers in the far Western Coastal area; the far Eastern New England area expressed lightest demand for loans, while Midwestern and Central U. S. dealers showed the heaviest interest.

For example, in four Midwestern states—Kansas, Nebraska, Iowa and Missouri — 207 loans were approved compared to 31 in California, Arizona and Nevada and 40 in a six-state New England area.

Loan board won't intervene in Chrysler plant closings

WASHINGTON — Chrysler Corp. holds the key to more deeply involving the UAW in plant closing decisions, according to Treasury Secretary G. William Miller.

UAW Vice President Marc Stepp had accused the government's Loan Guarantee Board of pushing Chrysler to close plants to streamline operations, but in a two-hour meeting last week, Miller emphatically denied those charges.

"Any decision to give the union more input into proposed plant closings is up to Chrysler," he said.

Miller heads the board authorized by Congress to oversee $1.5 billion in federal guarantees to the ailing Chrysler Corp.

Stepp said he was satisfied the Loan Guarantee Board had not been pressuring Chrysler to close plants and conceded the decision to allow the UAW a voice in plant closing decisions was not "the board's decision to make," but Chrysler's.

He also said he was heartened by the Chrysler assurances that the Missouri truck plant "had been taken off the market" and the proposed sale of the Detroit-area Eldon Ave. and Detroit Forge plants will be reviewed.

Chrysler has indicated it will go ahead and sell the Detroit glass plant and a New Castle (Ind.) facility, he said.

According to a UAW spokesman, Chrysler has assured the union it will seek its input on future plant closings.

153,647 cars built last week

Auto production takes an upturn

Production for the 1981 models continues to increase as U.S. auto makers strive to get the new cars to the dealerships.

Last week's planned production of 153,647 units was up 3.62 percent from the previous week's totals of 148,268, but still down 12.28 percent from the 175,165 cars assembled in the comparable week in 1979.

Planned production of 90,977 units at General Motors was up 9.13 percent from the 83,362 cars assembled in the previous week, although down 17.20 percent from the 109,884 built in the equivalent week last year.

Chrysler Corp. also scheduled an increase last week with 23,070 units planned, up 8.52 percent over the previous week's totals of 21,258, and up 7.76 percent fro mthe 19,727 cars assembled in the comparable week in 1979.

Ford Motor Company was scheduled to build 31,480 cars last week, off 8.40 percent from the 34,369 units assembled in the previous week, and down 13.58 percent from the 36,430, built in the comparable week last year.

Ford was scheduled to resume operations today (Oct. 27) at its Lorain, (O.) facility, which had been down for a week to balance inventories. The move will return 3,700 hourly workers to the job.

Saturday overtime was scheduled at eight plants: GM — Detroit Cadillac, Tarrytown and Oklahoma City (Citation/Phoenix/Skylark) and Willow Run (Omega); Chrysle r— Newark and Jefferson (Aries/Reliant), and Ford — Louisville (Ford) and Wixom (Lincoln/Mark VI).

Year-to-date production of 5,230,249 is down 27.58 percent from last year's equivalent year-to-date production of 7,222,032.

Truck production down 1.7 percent from week ago

With the Saturday overtime at two General Motors truck plants offset by downtime at Chrysler Corp. and Ford Motor Co. plants, U. S. truck output last week fell slightly from the previous week.

Scheduled U. S. truck production of 35,297 last week was down 1.70 percent from the previous week's total of 35,908, and down 20.13 percent from the 44,193 units produced in 1979 in the comparable week.

Chrysler's Warren plant remained down last week for inventory adjustment. The plant was scheduled to reopen today (Oct. 27).

General Motors' Baltimore and St. Louis truck plants worked overtime last Saturday after GM lost three days of production at Baltimore the previous week because of a strike at its Parma (O.) parts plant.

Ford Motor Co. closed its Lorain (O.) truck plant (Econoline/Club Wagon) last week. It is also scheduled to reopen today (Oct. 27).

The truck makers' year-to-date totals through Oct. 25 of 1,266,827 showed a decline of 52.01 percent from last year's 2,639,797.

Line-speed hike at GM boosts Canadian output

An increase in the line speed for both cars and trucks at General Motors of Canada helped push last week's car and truck output ahead of the previous week and a year ago.

Beginning Oct. 6, GM began increasing its line speeds at the Scarborough van plant and the Oshawa car assembly plant with full capacity being reached Oct. 10. The line speed at Scarborough jumped from 21 to 26 units per hour while production of the full-size Chevrolet and Pontiac at Oshawa increased from 50 to 55 per hour. The move added 1,050 employes.

Scheduled car production last week in Canada, the first full week of GM's line speed increase, was 21,214, up 19.46 percent from the 17,758 built the previous week and 17.02 percent from the 18,127 completed in the year ago week.

Planned truck output last week was 13,561, up 52.85 percent from the previous week and 52.98 percent from the year ago week.

So far this year the auto makers have completed 686,625 units, off 16.60 percent from the comparable 1979 period.

breaking news

Continued from Page 1

California may give diesels a break

WASHINGTON. — Diesel makers struggling to comply with California's tough emission standards may be getting a break. The state's Air Resources Board is proposing to change the 1982 standard for NOx from 1.0 grams per mile for 100,000 miles or 0.4 gpm for 50,000 miles to 1.2 gpm for 50,000 miles for light-duty diesels and to 1.5 gpm for 100,000 for turbocharged diesels. The CARB is also proposing to adopt the federal particulate standard and drop its hydrocarbon exhaust emissions allowance for vehicles with low evaporative emissions. It has scheduled a hearing for Dec. 2 in San Diego.

VW looks ahead to '82

DETROIT. — Volkswagen of America officials confirmed last week that the U. S. introduction of the all-new VW Dasher will be delayed until the 1982 model year. The '82 Dasher will get redesigned sheet metal, with hatchback and notchback sedans available. The sporty Scirocco also is scheduled to be reskinned in '82, according to VWoA officials. In addition, the company is planning to offer a diesel version of the Jetta sports sedan in late '81. By the time VW's second U. S. assembly plant opens in Sterling Heights, Mich., in late '82, the firm will be getting diesel engines from Brazil and gas engines from Mexico, according to President James McLernon.

Steel price boost may be jawboned

PITTSBURGH. — Some members of the steel and automotive industries are skeptical about the durability of a $37-a-ton increase by U. S. Steel on hot and cold rolled sheet — heavily used by Detroit. They think jawboning will kill it.

U. S. CAR PRODUCTION

	Week Ended Oct. 25, 1980	Same Week 1979	Week Ended Oct. 18, 1980	Oct. to Date	Jan. 1, to Oct. 27, 1979	Jan. 1, to Oct. 25, 1980
AMERICAN MOTORS	3,480*	4,750*	3,480*	12,560*	147,783	142,328*
Eagle						
Concord						
'78 AMX						
Pacer						
Spirit						
CHRYSLER CORP.	23,070	19,727	21,258	71,581	775,826	516,271
Plymouth Total	11,040	8,145	10,147	35,455	313,409	237,775
Horizon	3,470	3,671	3,634	10,032	142,356	133,304
Volare		3,846			160,186	51,740
'80 Gran Fury	100	379	131	376	3,065	13,712
Caravelle	120	249	110	410	7,802	5,311
Reliant	7,350		6,272	21,637		33,708
Chrysler Total	2,380	3,535	2,449	8,458	160,540	66,463
Chrysler	1,180	906	1,154	3,874	71,727	15,580
LeBaron	1,200	2,629	1,295	4,584	88,813	50,883
Dodge Total	9,650	8,047	8,662	27,668	301,877	212,024
Omni	2,700	3,116	2,486	9,050	124,572	111,420
St. Regis	300	321	315	985	23,608	11,764
Diplomat	700	1,405	764	2,617	42,936	25,199
Aspen		3,205			110,761	36,899
Aries	5,950		5,097	15,016		26,742
FORD MOTOR	31,480	36,430	34,369	108,032	1,793,752	1,036,231
Ford Division	22,144	26,436	24,328	73,549	1,198,349	743,767
Pinto		3,290			156,487	68,179
Mustang II/Mustang	5,691	7,443	4,568	15,677	325,099	198,298
Fairmont	3,047	6,707	3,000	6,220	182,905	176,894
Granada	4,644	3,441	5,112	16,622	126,465	84,789
LTD II					22,746	
Thunderbird		3,867	3,285	6,427	234,039	97,100
Ford	2,436	1,688	2,438	8,568	150,608	76,025
Escort	6,326		5,925	20,035		42,482
L-M Division	9,336	9,994	10,041	34,483	595,403	292,464
Mercury Total	7,414	6,413	8,358	27,931	462,842	253,032
Bobcat		742			40,942	12,445
Capri	1,391	2,812	920	4,307	97,030	57,323
Zephyr	795	1,718	857	2,232	53,767	57,566
Monarch		1,141			54,783	16,409
Cougar/XR7	1,805		3,126	9,033	125,715	51,063
Mercury	1,289		1,304	4,692	90,605	43,684
Lynx	2,134		2,151	7,667		14,542
Lincoln Total	1,922	3,581	1,683	6,552	132,561	39,432
Lincoln	874	1,469	612	2,558	65,089	16,069
Versailles		218			10,626	1,861
Mark VI	1,048	1,894	1,071	3,994	56,846	21,502
GENERAL MOTORS	90,977	109,884	83,362	308,529	4,358,386	3,372,481
Buick Division	16,844	18,056	14,019	54,926	645,520	640,814
Skyhawk		1,060			20,606	
Skylark/'79-'80	4,571	3,127	3,206	14,181	91,135	180,598
Century	3,480	2,558	3,690	13,054	50,748	139,425
Regal	4,503	4,979	3,187	13,748	220,493	166,158
Buick	3,350	4,984	2,986	10,568	215,234	119,307
Riviera	940	1,348	950	3,375	47,305	35,326
Cadillac Division	4,178	6,810	4,602	16,029	291,038	161,485
Seville	610	1,222	620	2,465	38,203	27,765
Cadillac	2,308	4,597	2,723	9,074	196,022	90,318
Eldorado	1,260	991	1,259	4,490	56,813	43,402
Chevrolet Division	39,645	47,407	35,023	134,105	1,934,081	1,460,554
Chevette	9,030	9,017	8,997	32,605	352,561	386,092
Monza	2,780	3,991	2,661	9,993	134,623	137,684
Camaro	2,237	4,849	2,070	7,757	226,634	100,554
Nova/Citation	11,416	7,683	8,582	36,160	248,323	385,256
Malibu	6,429	8,380	5,787	21,714	338,638	221,098
Monte Carlo	4,383	4,665	3,510	13,687	198,513	95,407
Chevrolet	2,400	7,857	2,417	8,663	394,004	97,798
Corvette	1,000	965	999	3,526	40,785	36,665
Oldsmobile Division	17,130	22,107	16,801	57,721	864,010	625,925
Starfire		473			18,086	
Omega/'79-'80	2,500	1,524	1,847	7,675	42,645	94,889
Cutlass	8,365	10,842	8,806	28,489	449,065	312,640
Oldsmobile	5,410	7,942	5,283	18,529	309,888	187,944
Toronado	855	1,326	865	3,028	44,326	30,452
Pontiac Division	13,180	15,504	12,917	45,748	623,737	483,703
Acadian†	280	304	222	933	15,145	17,101
Sunbird	3,620	2,862	3,846	13,310	87,907	124,828
Phoenix/'79-'80	3,272	1,771	2,662	10,803	68,752	118,037
Firebird	1,993	3,800	1,912	4,053	168,838	66,539
LeMans	1,895	1,760	1,896	6,828	77,340	50,892
Grand Prix	1,880	2,356	1,879	7,581	79,339	59,671
Pontiac	240	2,651	500	2,240	126,416	46,635
VOLKSWAGEN	4,550	4,265	5,710	15,528	142,146	160,334
CHECKER	90*	109	89	320	1,139	2,604
Total Cars, U. S.	153,647	175,165	148,268	516,550	7,222,032	5,230,249

CANADIAN CAR PRODUCTION

	Week Ended Oct. 25, 1980	Same Week 1979	Week Ended Oct. 18, 1980	Oct. to Date	Jan. 1, to Oct. 27, 1979	Jan. 1, to Oct. 25, 1980
CHRYSLER CORP.	2,400	3,699	1,902	8,147	103,370	62,484
FORD MOTOR	6,244	1,717	5,553	18,360	245,387	210,764
GENERAL MOTORS	12,345	12,486	10,123	40,602	467,502	405,202
VOLVO	225	225	180	746	7,035	8,175
Total Cars, Canada	21,214	18,127	17,758	67,855	823,294	686,625
N. American Cars	174,861	193,292	166,026	584,405	8,045,326	5,916,874
N. American Trucks	48,858	53,342	44,792	178,346	3,190,467	1,689,445
North American Cars and Trucks	223,719	246,634	210,818	762,751	11,235,793	7,606,319

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

TRUCK PRODUCTION IN U. S.†

	Week Ended Oct. 25, 1980	Same Week 1979	Week Ended Oct. 18, 1980	Oct. to Date	Jan. 1, to Oct. 27, 1979	Jan. 1, to Oct. 25, 1980
CHEVROLET	11,821	16,012	9,898	38,901	840,874	365,878
DODGE/PLYMOUTH		4,889	48	4,912	277,714	105,788
FORD	13,510	10,273	17,294	58,172	904,091	464,664
GMC	4,714	5,664	3,211	14,160	291,599	131,959
INTERNATIONAL	1,814	2,844	1,940	6,875	113,595	54,969
MACK	413	761	456	1,508	30,979	19,348
JEEP	1,740*	2,500	1,740*	6,360*	125,990	64,195*
AMC CORP.	85*	450	85*	369*	20,505	6,119*
VOLKSWAGEN	650		686	2,047		22,582
MISCELLANEOUS	550*	800	550	1,980	34,450	31,325
Total Trucks, U. S.	35,297	44,193	35,908	135,284	2,639,797	1,266,827

CANADIAN TRUCK PRODUCTION

	Week Ended Oct. 25, 1980	Same Week 1979	Week Ended Oct. 18, 1980	Oct. to Date	Jan. 1, to Oct. 27, 1979	Jan. 1, to Oct. 25, 1980
CHRYSLER CORP.	1,888		1,395	6,117	48,384	42,874
FORD MOTOR	4,532	1,150	3,563	15,710	193,925	152,495
GENERAL MOTORS	6,814	6,092	3,656	20,108	242,422	199,888
AMERICAN MOTORS		1,060			45,566	11,644
INTERNATIONAL	295	478	237	1,012	17,206	13,947
MACK	32	84	33	115	3,167	17,771
Total Trucks, Canada	13,561	8,864	8,884	43,062	550,670	422,618
N. American Trucks	48,858	53,342	44,792	178,346	3,190,467	1,689,445

†—Now includes window van production. *—Estimated.

Jeep includes commercial vehicles only. AM General includes government-destined vehicles.

Aston Martin Lagonda gets NHTSA exemption

WASHINGTON. — NHTSA said it will exempt Aston Martin Lagonda, Inc., from the 1979 and 1980 CAFE standards of 19 MPG and 20 MPG, respectively, and instead require that the firm's fleet average 11.5 MPG and 12.1 MPG in those years.

NHTSA said it also was proposing to grant Rolls-Royce an exemption from the same standards and instead require that the firm's fleet averages for 1979 and 1980 be 10.8 MPG and 11.1 MPG, respectively.

Under the Motor Vehicle Information and Cost Savings Act, manufacturers with less than 10,000 units annual production can obtain exemptions from CAFE standards and thus preclude fines levied against makers which don't meet the standards.